

Message Text

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ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 FRB-01 /018 W

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R 310422Z MAR 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC PRIORITY 2752

INFO AMEMBASSY BEIRUT PRIORITY

AMEMBASSY JIDDA PRIORITY

AMEMBASSY KUWAIT PRIORITY

AMEMBASSY TEHRAN PRIORITY

UNCLAS ABU DHABI 671

E.O. 11652: NA

TAGS: BTRA, TC

SUBJ: MATIM II

REF: (A) STATE 70428 (B) STATE 18777 (C) ABU DHABI 581

SUMMARY: WHILE EMBASSY PREPARED ASSIST MID-AMERICA GROUP, BELIEVE IT PREFERABLE THEY CONSIDER CANCELLING UAE PORTION OF VISIT. REASONS ARE (A) LACK OF ADVANCE PREPARATION BY MID-AMERICA REPRESENTATIVE, AND (B) FACT VISIT TO UAE PROBABLY NOT BE VERY PROFITABLE FOR MISSION MEMBERS CONSIDERING THE INTERESTS DESCRIBED REF A. END SUMMARY.

1. EMBASSY APPRECIATES COMPLIMENTS PARA 5 REF A. HOWEVER, WE WOULD HAVE PREFERRED TO SEE BRIGGS OR OTHER MID-AMERICA REP HERE DOING NECESSARY ADVANCE WORK AND MISSION PREPARATION. WE UNABLE UNDERSTAND REASON FOR MID-AMERICA REP NOT VISITING UAE TO DISCUSS MISSION WITH LOCAL AND EMBASSY OFFICIALS.

2. WE APPRECIATE RECEIVING INFORMATION ABOUT MISSION PARTICIPANTS AND THEIR PURPOSES. WE WOULD, HOWEVER, MAKE FOLLOWING OBSERVATIONS ABOUT MISSION MEMBERS:

(A) SEARS ROEBUCK AT PRESENT CANNOT IMPORT ITS GOODS

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INTO THE UAE BECAUSE OF ARAB BOYCOTT RESTRICTIONS.

(B) ALLIS-CHALMERS ALREADY REPRESENTED IN UAE
BY MOHAMMAD MAS'UD AND SONS. ASSUME MAS'UD HAS BEEN
NOTIFIED OF BRUGGEMAN'S PLANS AND WILL ASSUME PRIMARY
RESPONSIBILITY FOR HIM IN UAE.

(C) BELL WORLDWIDE: ONLY REFINERY IN UAE IS 15,000
BPD ABU DHABI DOMESTIC UNIT SCHEDULED FOR COMPLETION
IN 1976. COMPANY SHOULD FIRST APPROACH MAIN CONTRACTOR
KELLOGG INTERNATIONAL IN U.S., OR U.K., BEFORE TRAVELLING
TO ABU DHABI. PLANNING FOR THE ABU DHABI 230,000 BPD
EXPORT REFINERY AT TOO EARLY STAGE TO CONSIDER MAINTENANCE
SERVICES.

(D) INVESTMENT: EMBASSY DISAPPOINTED THAT, CONTRARY
INDICATIONS REF B, MATIM II APPARENTLY WILL NOT HAVE
ANY TRIANGULAR INVESTMENT PROPOSALS. LACK SUCH PROPOSALS
AND EXISTING FISCAL STRINGENCIES IN UAE MAKE IT UNLIKELY
GROUP WILL FIND MUCH RESPONSE HERE RE INVESTMENT POSSIBILITIES.
HOWEVER, IF HEIZER WISHES EXPLORE THIS AREA, BELIEVE HE
SHOULD TELEX JOHN BUTTER, DIRECTOR GENERAL, ABU DHABI
DEPT. OF FINANCE, REQUESTING APPOINTMENT (WITH COPY
TO EMBASSY, TELEX 2229). EMBASSY WILL SEEK FOLLOW UP WITH
BUTTER. AS FOR HARRINGTON, TIDEMAN, THERE IS NO
DISCERNIBLE INTEREST ON PART OF GOVERNMENT OR PRIVATE
SECTOR IN U.S. REAL ESTATE INVESTMENT.

3. EMBASSY OF COURSE WILLING TO PROVIDE ALL POSSIBLE
ASSISTANCE TO MISSION WITHIN LIMITS OUTLINED REF B --
I.E. THAT MID-AMERICA HANDLE ITS OWN LOGISTICS AND MAKE
MOST OF ITS OWN APPOINTMENTS. AS FAR AS WE CAN TELL,
IN CASE VISIT TO UAE, GROUP HANDLING LITTLE OF OWN
LOGISTICS AND MAKING NONE OF OWN APPOINTMENTS.

4. REF A MENTIONS NOTHING ABOUT HOTEL RESERVATIONS IN
UAE. DOES GROUP HAVE RESERVATIONS FOR APRIL 10-12?
IF NOT, IT LIKELY BE IMPOSSIBLE OBTAIN REASONABLE
ACCOMMODATIONS ON SHORT NOTICE, PARTICULARLY IN ABU DHABI.

5. BECAUSE OF THE ABOVE, GROUP SHOULD CONSIDER ALTERING
ITS SCHEDULE TO ELIMINATE UAE PORTION OF TRIP. ONLY WAY
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WE SEE FOR VISIT HERE BEING AT ALL FRUITFUL IS FOR BRIGGS
OR OTHER MID-AMERICA REP TO MAKE ADVANCE TRIP TO BOTH
ABU DHABI AND DUBAI ASAP AND TO BE IN ABU DHABI
WHEN GROUP ARRIVES ABOUT 0230 FRIDAY APRIL 11 TO ASSIST
WITH AIRPORT TRANSFER. EMBASSY, OF COUSE, PREPARED
WORK WITH SUCH ADVANCE MAN. WE PREPARED ARRANGE HIRING
TAXIS, ALTHOUGH SUGGEST THIS BE DONE THROUGH HOTEL ON
ARRIVAL. AMBASSADOR OR DCM OF COURSE WILLING TO MEET

GROUP. BUT GIVEN VARYING NATURE OF GROUP'S INTERESTS
AND UNCERTAINTIES NOTED ABOVE, UNABLE TO SCHEDULE QUOTE
APPOINTMENTS FOR GROUP WITH ANY THREE GOVERNMENT OFFICIALS
UNQUOTE. THIS IS WORK OF ADVANCE OFFICER.

6. IF, DESPITE ABOVE, GROUP PROCEEDS WITH PLANS WITHOUT
ADVANCE PREPARATIONS, WE WILL NEVERTHELESS DO BEST TO
ASSIST THEM UPON ARRIVAL IN MAKING APPOINTMENTS JUST
AS WE WOULD FOR ANY OTHER U.S. BUSINESS VISITOR.
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